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Investor Introduction

18 May 2023

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Non-GAAP measures

This presentation contains references to Non-GAAP measures including EBITDA and adjusted NPAT.

Because Smartpay complies with accounting standards, investors know that comparisons can be made with confidence between reported profits and those of other companies. These non-GAAP figures are provided as a supplementary measure for readers to assess Smartpays performance alongside NZ GAAP reported measures.

Welcome to Smartpays Investor Introduction

PRESENTED BY:

Marty Pomeroy

Chief Executive Officer and Managing Director

Cherise Barrie

Chief Financial Officer

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Who and How We Are

About Smartpay

One Team

We will work together to create an inspiring company that we are all proud to work for

Fearless

In our approach to our focus on our customer

We Deliver

By listening, engaging and being held accountable

Smartpay designs, develops and implements innovative payment solutions for customers in New Zealand and Australia

Our strategic goal is to be recognised as the most reliable, capable, agile, and innovative omni-channel payments provider in Australia and New Zealand

Our vision has been and remains to be **The Payments Partner of Choice**

Our purpose is to make payments easy ensuring businesses are paid everywhere, anytime, everytime

The Headlines

Growing Revenue, generating **positive cashflows** from operations, **reducing debt,** and generating **free cashflow** whilst **investing** in capital assets

31 March balance date with requirement to report by 30 May and 30 November

SPY/SMP

NZX listed with ASX Foreign Exempt listing
76.5% of shares held in Australia

Operate in New Zealand and Australia

161 people strong with inhouse sales, marketing, customer care team and engineering

Our **Model**

Long-term partnerships providing great outcomes for both Smartpay and our Partners

Customer Led with 24/7 support

Small to medium enterprise end of the market when our propositions adds value through both cost and time benefits

Measured and disciplined approach

'One Team One Organisation' leveraging capability irrespective of location

Our Products

SmartCharge

A Zero Cost EFTPOS solution

Simple Flat Rate

One rate for all card types

Retail Radio

A compliant instore music and signage solution

SmartConnect

Integrations to third party applications

EFTPOS Terminal

A compliant rental EFTPOS terminal for New Zealand customers

The People Behind the Name

Marty Pomeroy
Chief Executive Officer and Managing Director

Cherise Barrie
Chief Financial Officer

Andrew Davies
Chief Revenue Officer

Aidan Murphy
Chief Business Officer

Lucy Williams
Chief Customer Officer

Peter Thomas
Chief Product and Customer Officer

Denise Doyle
Chief People Officer

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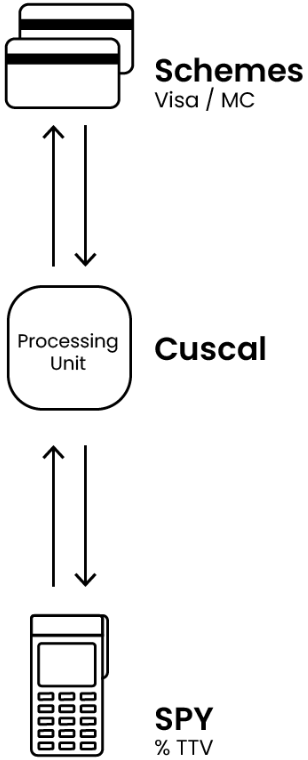
The Key Metrics

Australia



$62.5 FY23 Acquiring Revenues
FY22 $31.2m

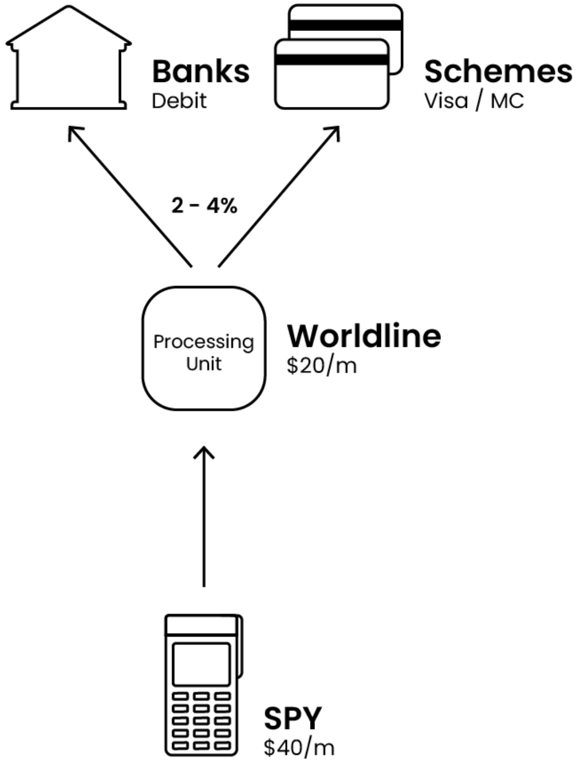
15,700 Transacting Terminals
FY22 9,684

$383 Q4 Average Monthly Transaction and Rental Revenue Per Terminal
FY22 Q4 $360

$1,264 Q4 Total Transaction Value
FY22 Q4 $813m

70 Net Promoter Score
FY22 66

New Zealand



30,000 Terminals in Market

FY22 30,000

$40 Average Monthly Rental per Terminal

FY22 $40

49 Net Promoter Score

FY22 46

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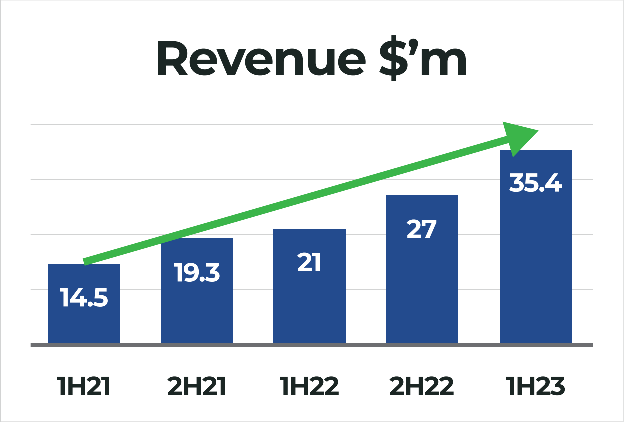
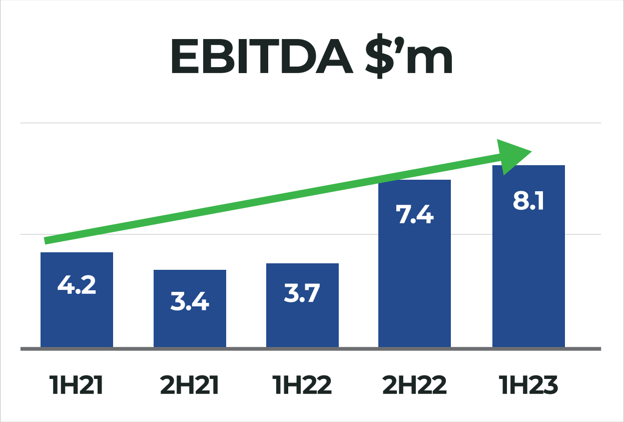
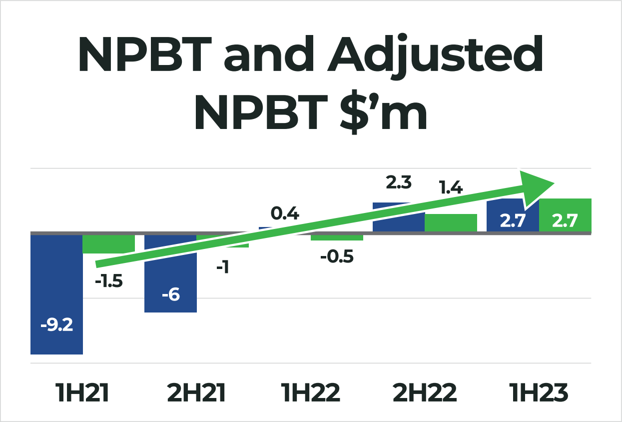
Financial Highlights

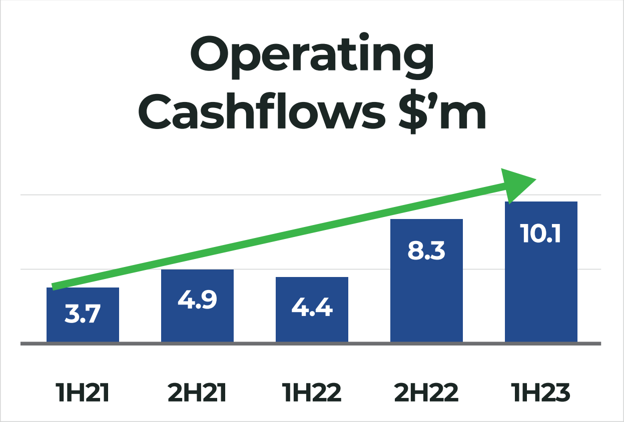
Growth in Profitability and Cashflows from Operations Half on Half







*Adjusted NPBT is NPBT adjusted for the fair value of the convertible notes



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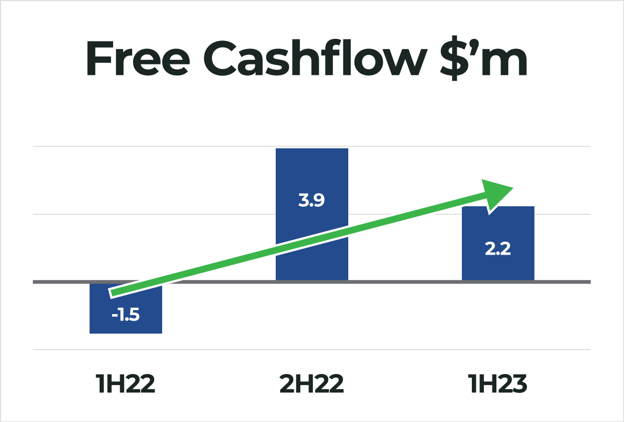
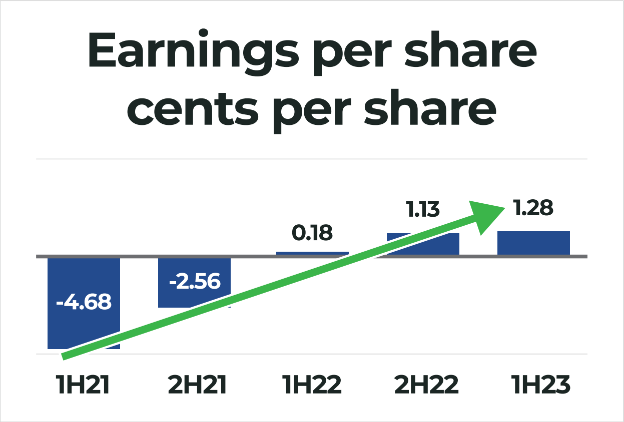
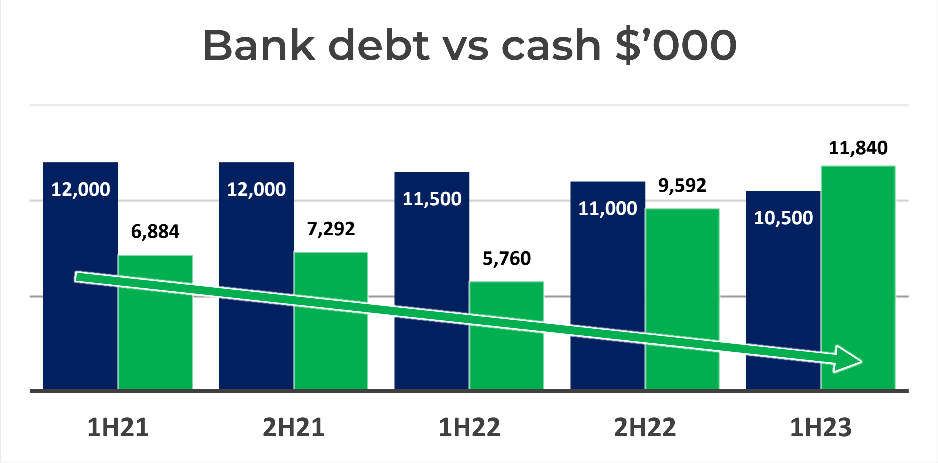
Generating Free Cashflow, EPS is Improving, and Debt is Reducing







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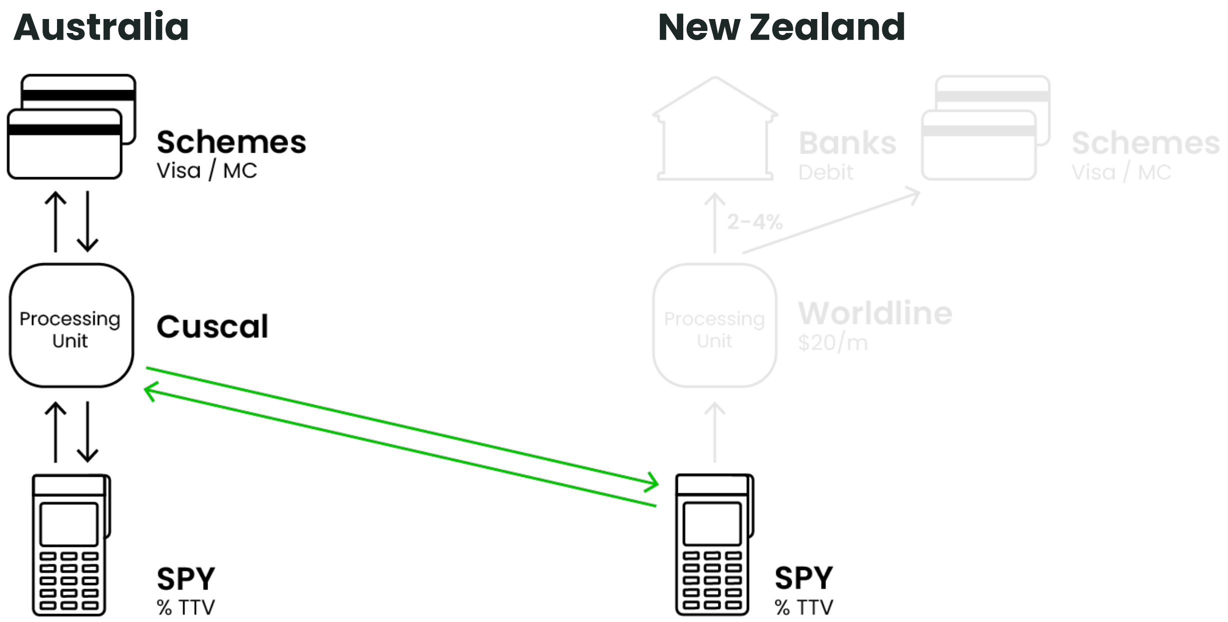
Strategic update

Unlocking the New Zealand **Fleet Value**



CURRENT STATE

	Australia	New Zealand
Monthly Revenue	Terminal rental plus transactional revenue	Terminal rental revenue

THE OPPORTUNITY

	Australia	New Zealand
Monthly Revenue	Terminal rental plus transactional revenue	Terminal rental plus transactional revenue
Customer Acquisition	Sales team Marketing $'s to generate leads	~ 30,000 terminals in market ⇒ conversion of fleet
Marketing Collateral	New	Leverage Australian materials

Our focus on Sustainability

MEMBER OF

DIVERSITY WORKS NZ

Measurement of greenhouse gases to support Aotearoa Climate Reporting and implement changes to reduce impost

- **100% of fully depreciated terminals sent for recycling**
- **Hybrid cars** to partially replace existing vehicle fleet whilst also reducing overall fleet size
- **Terminal packaging** in Australian business updated to reduce the requirement for plastic satchels

Delivery socially

- Employing a further 21 people taking total headcount to 161
- Living wage employer
- Contributing to the community through supporting and donating to charities'
- A team led Wellbeing Committee running events to support the wellness and diversity of our Smartpay team
- Implemented policy of company contributions for Kiwisaver and Superannuation to staff over 65

Reduced debt and focus on good governance

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Thank you